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NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA FINANCIAL STATEMENTS JUNE 30, 2006

Under provisions of state law, this report is a public document. A copy of the report has been submitted to the entity and other appropriate public officials. The report is available for public inspection at the Baton Rouge office of the Legislative Auditor and, where appropriate, at the office of the parish clerk of court.

Release Date 10/18/06

HINES, JACKSON & HINES, L.L.C. CERTIFIED PUBLIC ACCOUNTANTS P.O. BOX 2188 • NATCHITOCHES, LA 71457

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NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA FINANCIAL STATEMENTS JUNE 30, 2006

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA TABLE OF CONTENTS JUNE 30, 2006

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors Northwestern State University Foundation Natchitoches, Louisiana

FRANK S. HINES, CPA

LEWIS C. HINES, CPA

E. MERLIN SQUYRES, CPA JAY H. SHEFFIELD, CPA

We have audited the accompanying statement of financial position of Northwestern State University Foundation (a non-profit organization), as of June 30, 2006, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Northwestern State University Foundation, as of June 30, 2006, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements of the Northwestern State University Foundation taken as a whole. The accompanying supplemental schedule listed in the table of contents is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the financial statements taken as a whole.

Hines, Jackson & Hines Natchitoches, Louisiana October 2, 2006

EXHIBIT A

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA STATEMENT OF FINANCIAL POSITION JUNE 30, 2006

| ASSETS | _ |
|--|--|
| Current Assets Cash and cash equivalents Promises to give Investments Other current assets | \$ 1,283,574 171,000 7,650,697 |
| Total Current Assets | 9,127,806 |
| Fixed assets, at cost Less: accumulated depreciation Other assets Total Assets | 23,971 (7,424) 32,300 \$9,176,653 |
| LIABILITIES AND NET ASSETS | |
| Current Liabilities Accounts payable Funds held in custody Current portion of long-term debt Total Current Liabilities | \$ 30,392 760,000 36,554 826,946 |
| Long-term Liabilities Notes payable, net of current portion Total Liabilities | <u>21,844</u> 848,790 |
| Net Assets Unrestricted Temporarily restricted Permanently restricted Total Net Assets | 365,948 2,561,091 5,400,824 8,327,863 |
| Total Liabilities and Net Assets | <u>\$ 9,176,653</u> |

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2006

| | | | n | Femporarily | I | Permanently | | |
|--|------------|---------------|----|-------------|----|-------------|----|-----------|
| PUBLIC SUPPORT, REVENUES, | _ <u>U</u> | nrestricted | _ | Restricted | _ | Restricted | | Total |
| AND RECLASSIFICATIONS | | | | | | | | |
| Contributions | \$ | 233,784 | \$ | 852,701 | \$ | 729,406 | \$ | 1,815,891 |
| Special events, admissions | | 0 | | 3,489 | | 0 | | 3,489 |
| Dues and fees | | 5,844 | | 15,325 | | 0 | | 21,169 |
| Income from investments | | 20,735 | | 232,004 | | 972 | | 253,711 |
| Unrealized gains/(losses) in investments | | 45,483 | | 218,574 | | 48,045 | | 312,102 |
| Scholarships - Named recipients | | 0 | | 36,994 | | 0 | | 36,994 |
| Fund raising events, commissions | | 48,654 | | 491,157 | | 3,725 | | 543,536 |
| General marketing | | 0 | | 206,104 | | 0 | | 206,104 |
| Sale of items | | 0 | | 48,988 | | 0 | | 48,988 |
| Gain (loss) on sale of assets | | (122,023) | | 0 | | 0 | | (122,023) |
| Other revenues | | 29,503 | | 113,621 | | 0 | | 143,124 |
| Transfer | | 0 | | 32,580 | | 0 | | 32,580 |
| Net Assets Released from Restrictions | | | | , | | | | - , |
| Satisfactions of Program Restrictions | | 1,368,387 | | (1,368,387) | | 0 | | 0 |
| Total Public Support, Revenues, | | 212 33 10 3 7 | | 1212-2120- | | | | <u> </u> |
| and Reclassifications | | 1,630,367 | | 883,150 | | 782,148 | | 3,295,665 |
| EXPENSES | | | | | | | | |
| Program services | | | | | | | | |
| Scholarships | | 301,377 | | 0 | | 0 | | 301,377 |
| NSU-Administrative | | 896 | | 0 | | 0 | | 896 |
| Advertisement | | 90 | | 0 | | 0 | | 90 |
| Awards and plaques | | 21,477 | | 0 | | 0 | | 21,477 |
| Athletic supplies | | 63,976 | | 0 | | 0 | | 63,976 |
| Books | | 28,648 | | 0 | | 0 | | 28,648 |
| Copier rental | | 6,234 | | 0 | | 0 | | 6,234 |
| Contract labor | | 29,167 | | 0 | | 0 | | 29,167 |
| Condo expenses | | 3,138 | | ō | | ō | | 3,138 |
| Cultivation | | 64,110 | | 0 | | ő | | 64,110 |
| Depreciation | | 5,728 | | 0 | | 0 | | 5,728 |
| Equipment | | 24,302 | | 0 | | 0 | | 24,302 |
| Fund raising | | 94,881 | | o | | ő | | 94,881 |
| Game tickets | | 8 ,560 | | ō | | Ő | | 8,560 |
| Interest expense | | 4,393 | | ŏ | | 0 | | 4,393 |
| Maintenance service, supplies | | 12,717 | | 0 | | ő | | 12,717 |
| Office supplies, postage | | 4,929 | | 0 | | 0 | | 4,929 |
| Printing | | 6,585 | | 0 | | 0 | | 6,585 |
| Professional services | | 30,924 | | 0 | | 0 | | |
| | | | | | | | | 30,924 |
| Promotional and marketing | | 165,356 | | 0 | | 0 | | 165,356 |
| Telephone | | 4,996 | | 0 | | 0 | | 4,996 |
| Supplies | | 31,341 | _ | 0 | | 0 | _ | 31,341 |
| Program services (continued) | \$ | 913,825 | \$ | 0 | \$ | 0 | \$ | 913,825 |

EXHIBIT B

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA STATEMENT OF ACTIVITIES (CONTINUED) FOR THE YEAR ENDED JUNE 30, 2006

| EX/DENIANA (CONTENT FIED) | ** | Temporarily | Permanently | m . 1 |
|-------------------------------------|----------------|---------------------|--------------|----------------|
| EXPENSES (CONTINUED) | Unrestricted | <u>Restricted</u> | Restricted | Total |
| Program services (Continued) | \$ 913,825 | \$ 0 | \$ 0 | \$ 913,825 |
| Travel | 71,087 | 0 | 0 | 71,087 |
| Other program services expenses | <u>273,762</u> | 0 | 0 | <u>273,762</u> |
| Total Program Services | 1,258,674 | 0 | 0 | 1,258,674 |
| Support Services | | | | |
| Advertisement | 58 | 0 | 0 | 58 |
| Cultivation | 106,462 | 0 | 0 | 106,462 |
| Equipment | 16,632 | 0 | 0 | 16,632 |
| Fund raising expenses | 105,784 | 0 | 0 | 105,784 |
| Insurance | 396 | 0 | 0 | 396 |
| Maintenance services, supplies | 5,879 | 0 | 0 | 5,879 |
| Office supplies, postage | 5,312 | 0 | 0 | 5,312 |
| Professional services | 10,729 | 0 | 0 | 10,729 |
| Printing | 2,066 | 0 | 0 | 2,066 |
| Promotional | 5,972 | 0 | 0 | 5,972 |
| Salaries and payroll taxes | 11,476 | 0 | 0 | 11,476 |
| Transfer to NSU | 0 | 0 | 300,000 | 300,000 |
| Transfer to Foundation | 0 | 0 | . 0 | 0 |
| Transfers to temporarily restricted | 32,580 | 0 | 0 | 32,580 |
| Transfers to permanently restricted | 0 | 0 | 0 | 0 |
| Travel | 7,114 | 0 | 0 | 7,114 |
| Capital projects | 0 | 0 | 0 | 0 |
| Other support services expenses | 43,036 | 0 | 0 | 43,036 |
| Total Support Services | 353,496 | 0 | 300,000 | 653,496 |
| Total Expenses | 1,612,170 | 0 | 300,000 | 1,912,170 |
| Increase/(Decrease) in Net Assets | 18,197 | 883,150 | 482,148 | 1,383,495 |
| Net Assets, Beginning of year | 347,751 | 1,677,941 | 4,918,676 | 6,944,368 |
| Net Assets, End of year | \$ 365,948 | <u>\$ 2,561,091</u> | \$ 5,400,824 | \$ 8,327,863 |

| EXHIBIT | C |
|---------|---|
| | |

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2006

| CASH FLOWS PROVIDED BY/(USED IN) OPERATING ACTIVITIES | | |
|---|-----------|-------------------|
| Change in net assets | \$ | 1,383,495 |
| Add depreciation - a non-cash expense | | 5,728 |
| Cash provided by operating activities: | | ŕ |
| (Increase)/decrease in operating assets | | |
| Promises to give | | (161,000) |
| Interest receivable | | 428 |
| Commissions receivable | | (15,049) |
| Cash surrender value in life insurance | | (1,939) |
| Other assets - Condo | | 150,000 |
| Increase/(decrease) in operating liabilities | | |
| Accounts payable | | 24,794 |
| Funds held in custody | | <u>(160,000</u>) |
| Net Cash Provided By/(Used In) Operating Activities | | 1,226,457 |
| CASH FLOWS PROVIDED BY/(USED IN) INVESTING ACTIVITIES | | |
| (Increase)/decrease in investments | | |
| Certificates of deposit | | 348,590 |
| Mutual deposits | | (917,302) |
| U.S. Government Funds | | 177,174 |
| Stocks and bonds | | <u>(290,485)</u> |
| Net Cash Provided By/(Used In) Operating Activities | | (682,023) |
| CASH FLOWS PROVIDED BY/(USED IN) FINANCING ACTIVITIES | | |
| Increase/(decrease) in notes payable | | (105,706) |
| Net Increase/(Decrease) in Cash and Cash Equivalents | | 438,728 |
| CASH AND CASH EQUIVALENTS, Beginning of year | | 844,846 |
| CASH AND CASH EQUIVALENTS, End of year | <u>\$</u> | 1,283,574 |
| | | |

NOTE 1 NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

A. Organization

The Northwestern State University Foundation (the Foundation) is a non-profit corporation formed in 1960. Its purpose is to promote the educational and cultural welfare of Northwestern State University (the University) and to aid students in their studies at the University and to solicit and accept funds to achieve the foregoing objectives. The Foundation serves as an umbrella organization for the Northwestern State University Alumni Association and the Northwestern State University Athletic Association, each of which has its own board of directors. Funds for each of these organizations are combined with funds of the Foundation for presentation in these financial statements.

The Foundation qualifies as a tax-exempt organization (an "other than private foundation") under Section 501 (c)(3) of the Internal Revenue Code.

B. Basis of Accounting

The financial statements of the Foundation have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities.

C. Basis of Presentation

The Foundation presents its financial statements in accordance with Statement of Financial Accounting Standards ("SFAS") No. 117, Financial Statements of Not-for-Profit Organizations. Under SFAS No. 117, an organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Additionally, the Foundation is required to present a statement of cash flows.

D. Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Permanently restricted net assets from endowment fund contributions are restricted to investment in perpetuity, the income from which is considered temporarily restricted until donor-imposed restrictions are met.

Certain gifts are subject to the terms of acts of donation whereby the Foundation and/or the University agrees to certain requirements such as providing information regarding how such gifts are invested and how earnings thereon are spent.

E. Promises to Give

Promises to give are recorded as received. Promises to give, due in the next year, are reflected as current promises to give and are recorded at their net realizable value. Promises to give due in subsequent years are reflected as

NOTE 1 NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (CONT)

long-term promises to give and are recorded at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts. The majority of the promises to give are received from a broad base of contributors as a result of the annual campaign. There are two multi year promises to give recorded. The promise to give year conforms to the fiscal year; therefore, uncollected promises to give at the end of the fiscal year are regarded as uncollectible.

F. Cash and Cash Equivalents

The Foundation considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

G. Investments

Investments are presented in the financial statements at market value. Securities are available for sale.

H. Contributed Services

The University pays all personnel costs and also provides office space, some furniture and equipment, utilities and telephone charges for the Foundation. The value of these items is not recorded in the financial statements.

I. Collections

Collections consist of non-cash donations of Southern History Journals and Salvador Dali paintings. These items are not recorded in the financial statements.

J. Fixed Assets

The Foundation policy is to expense fixed assets when purchased because the assets are given to Northwestern State University. The University adds the items to their records and maintains the insurance. The Athletic Association has two vehicles which were used by coaches at June 30, 2006. The vehicles are recorded at cost. Depreciation is provided over the estimated useful lives of the assets and computed on the straight-line method.

K. Funds Held in Custody

Northwestern State University participates in a program with the State of Louisiana (the Eminent Scholars/Endowed Chairs and Professorships Programs sponsored by the Louisiana Board of Regents) whereby the Louisiana Educational Quality Support Fund matches funds which, together with donations received by the Foundation and transferred to the University, establish endowment funds, which are accumulated and maintained by the University. The state matches 40% of the professorships or \$40,000 each and the state matches 60% of the chairs which is \$600,000. The earnings on the endowed chairs are to be used by the University to attract or retain nationally recognized scholars. The earnings on the endowed professorships are to provide the University funds for faculty research and development along with needed equipment. The Foundation receives the donation from the donor in the form of contributions, and notifies the Louisiana Board of Regents. The Foundation holds the funds in custody until the Louisiana Board of Regents gives final approval for matching funds. The Foundation transfers the funds held in custody to the University when the Board of Regents transfers the matching funds to the University.

NOTE 1 NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (CONT)

L. Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE 2 CASH AND CASH EQUIVALENTS

Cash and cash equivalents are summarized as follows:

| Interest bearing checking accounts | \$ 544,647 |
|------------------------------------|---------------------|
| Regular checking accounts | 502 |
| Money market accounts | 738,425 |
| Total | <u>\$ 1,283,574</u> |

As of June 30, 2006, the Foundation had \$1,126,856 in bank deposits. These deposits are secured from risk by \$200,000 of federal deposit insurance (FDIC).

Money market accounts are invested with brokerage firms, and are not secured by FDIC insurance, rather the institution will generally guarantee a purchase at market or bid price. The Foundation uses AG Edwards, Sunamerica, Smith Barney Citigroup, Merrill Lynch, Trust Company of Illinois, and Capital One.

NOTE 3 PROMISES TO GIVE

Promises to give are recorded as received. Promises to give, due in the next year, are reflected as current promises to give and are recorded at their net realizable value. Promises to give due in subsequent years are reflected as long-term promises to give and are recorded at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts. The majority of the promises to give are received from a broad base of contributors as a result of the annual campaign. There are two multi year promises to give recorded. The promise to give year conforms to the fiscal year; therefore, uncollected promises to give at the end of the fiscal year are regarded as uncollectible. The total amount of promises to give at June 30, 2006, is expected to be collected as follows:

| Less than one year | \$ 65,000 |
|------------------------|---------------------|
| One to five years | 106,000 |
| Total promises to give | \$ 171, <u>00</u> 0 |

Certain donors have stipulated to make donations to the Foundation upon death. The total amount is unknown at June 30, 2006, and no amount has been recorded in the financial statements.

NOTE 4 INVESTMENTS

Investments include certificates of deposits with banks and brokerage firms, mutual funds, U.S. Government Securities, stocks and bonds.

It is estimated that \$4,596 of the amounts invested in certificates of deposit are not covered by FDIC insurance.

The Foundation has not had to cash in CD's early, and it is estimated the difference between market value and cost, if any, is not material.

Mutual Funds, U. S. Government securities, stocks and bonds are recorded at market value with the exception of Valley Farmers Coop Preferred Stock, which is recorded at cost of \$2,500 since this is not a public traded stock and market is unknown. Non Government obligations and common stocks are investments through Capital One Bank - Private Client Group and are recorded at market value.

A summary follows:

| | = - | LUMNI OCIATION | ATHLETIC ASSOCIATION | <u>F(</u> | NSU OUNDATION | | TOTAL |
|-----------------------------|-----------|-------------------|-------------------------|-----------|------------------|----|------------------------|
| Certificates of deposit | \$ | 78,588 | \$ 0 | \$ | 416,203 | \$ | 494,791 |
| Mutual Funds | | | | | | | |
| Chase Investment Securities | | 0 | 0 | | 36,492 | | 36,492 |
| Sunamerica/AIG | | 119,019 | 483,306 | | 3,273,656 | | 3,875,981 |
| Trust Company of Illinois | | 0 | 0 | | 60,610 | | 60,610 |
| | | 119,019 | 483,306 | | 3,370,758 | | 3,973,083 |
| U.S. Government Securities | | | | | | | |
| U S Treasury and Agencies | | 0 | 0 | | 286,008 | | 286,008 |
| U S Mortgage Fund A | _ | 0 | 0 | | 75,477 | | <u>75</u> ,47 <u>7</u> |
| 3 3 | | 0 | 0 | _ | 361,485 | | 361,485 |
| Stocks and Bonds | | | | | | | |
| Valley Farmers Coop - | | | | | | | |
| Preferred Stock, at cost | | | | | | | |
| market unknown | | 0 | 0 | | 2,500 | | 2,500 |
| Series EE Bonds | | | | | 376 | | 376 |
| Non Government Obligations | | | | | | | |
| Capital One Bank | | 0 | 0 | | 864,529 | | 864,529 |
| Common Stocks | | | | | | | |
| Capital One Bank | | 0 | 0 | | 1,925,858 | | 1,925,858 |
| Trust Company of Illinois | | 0 | 0 | _ | 28,075 | | 28,075 |
| | | 0 | 0 | _ | 2,821,338 | | 2,821,338 |
| Total | <u>\$</u> | 197,607 | \$ 483,306 | \$ | 6,969,784 | == | 7,650,697 |

| NOTE 5 | OTHER CURRENT ASSETS |
|--------|----------------------|
| NULLS | OTHER CURRENT ASSESS |

| | | LUMNI DCIATION | THLETIC OCIATION | FOU | NSU NDATION | | TOTAL |
|---|-----------|-------------------------|-------------------------|-----|----------------|--------------|-----------------|
| Interest receivable Commissions receivable | \$ | 1,715 17,3 <u>80</u> | \$ 0 | \$ | 3,440 0 | \$ | 5,155 17,380 |
| Total | <u>\$</u> | 19,095 | \$ 0 | \$ | 3,440 | <u>\$_</u> _ | 22,535 |

NOTE 6 FIXED ASSETS

The Athletic Association owns two vehicles and are used by coaches at June 30, 2006. They are subject to chattel mortgages with a total balance due of \$11,738 at June 30, 2006.

| Vehicles, at cost | \$ 23,971 |
|--------------------------------|--------------|
| Less: accumulated depreciation | (7,424) |
| · | \$ 16,547 |

NOTE 7 OTHER ASSETS

Other assets are as follows:

NOTE 8 ACCOUNTS PAYABLE

Accounts payable consist of trade accounts payable as follows:

| Alumni Association | \$ | 4,270 |
|----------------------|---------|-------|
| Athletic Association | 2 | 4,403 |
| NSU Foundation | <u></u> | 1,719 |
| | \$3 | 0.392 |

NOTE 9 FUNDS HELD IN CUSTODY

Funds held in custody are donations that were made to the Foundation as matching funds and will be transferred to the University under the Endowed Chairs and Professorships Programs detailed in Note 1. A summary follows:

| Ragus Endowed | | | \$ | 400,000 |
|------------------------------------|----|--------|-----------|----------------|
| Barry Smiley Professorship | \$ | 60,000 | | |
| Thomas Stewart Professorship | | 60,000 | | |
| Roy O. Martin Professorship | | 60,000 | | |
| Karl and Linda Moore Professorship | | 60,000 | | |
| Willis-Knighton Professorship | | 60,000 | | |
| Francisco A. Silva Professorship | _ | 60,000 | | 360,000 |
| Total | | | <u>\$</u> | <u>760,000</u> |

NOTE 10 NOTES PAYABLE

On October 3, 2001, Northwestern Athletic Association borrowed \$150,000 from Exchange Bank & Trust Company, Natchitoches, Louisiana. The proceeds were used to pay the balance due on the turf at Turpin Stadium. The interest rate is 6.50%. Monthly payments of \$2,700.00 began July 7, 2005, with the last payment due February 3, 2008. Principal balance on the loan at June 30, 2006, was \$46,660. Interest expense was accrued through June 30, 2006.

On December 31, 2004, Northwestern Athletic Association purchased a 2004 Dodge to be used by coaches. The vehicle is financed with Chrysler Financial. Payments are \$290.86 per month including principal and interest at 5.49%. Principal balance on the loan at June 30, 2006, was \$8,384.

On June 14, 2005, Northwestern Athletic Association purchased a 2002 Ford Focus to be used by coaches. The vehicle is financed with Peoples State Bank, Many, La. Payments are \$292.05 per month including principal and interest at 7.25%. Principal balance on the loan at June 30, 2006, was \$3,354.

A summary follows:

| | Cl | CURRENT | | NG-TERM | | | |
|--------------------|-----------|------------------|----|----------------|-----------|--------------|--|
| | <u>L1</u> | LIABILITY | | <u>ABILITY</u> | TOTAL | | |
| Exchange Bank | \$ | 30,000 | \$ | 16,660 | \$ | 46,660 | |
| Chrysler Financial | | 3,200 | | 5,184 | | 8,384 | |
| Peoples State Bank | | 3,354 | | 0 | | <u>3,354</u> | |
| Total | <u>\$</u> | <u> 36,554</u> | \$ | 21,844 | <u>\$</u> | 58,398 | |

NOTE 11 INCOME TAXES

Federal income tax is paid on unrelated business income. A tax court decision ruled that commissions on a credit card program in exchange for the use of its name and logo is not considered unrelated business income for income taxes. Based on this decision, the Foundation does not have liability.

NOTE 12 LITIGATION

According to management, the Foundation is not involved in any defensive litigation.

NOTE 13 PENSIONS

The Foundation employs several part-time employees. They are covered under the Social Security System. The University pays all other personnel costs, including pension cost. The value of this as well as other services furnished by the University are not included in the financial statements of the Foundation.

NOTE 14 DONATIONS FROM NORTHWESTERN STATE UNIVERSITY

The Foundation receives donated services, the use of equipment and facilities from Northwestern State University at no charge. The estimated value of these services and facilities is listed below and is not recorded on the books of the Foundation. The estimate as provided by Northwestern State University is the same as the Foundation. A summary of the estimated value of services as provided by the University and the Foundation is as follows:

NOTE 14 DONATIONS FROM NORTHWESTERN STATE UNIVERSITY (CONT)

| | Estimated Value As Provided by Northwestern StateUniversity | | | | |
|-------------------------------|---|---------|--|--|--|
| Salaries and related benefits | \$ | 119,743 | | | |
| Travel | | 922 | | | |
| Operating services | | 240 | | | |
| Supplies | | 0 | | | |
| Capital outlays | | 0 | | | |
| Other costs | | 1,174 | | | |
| Total | \$ | 122,079 | | | |

NOTE 15 RESTRICTIONS ON ASSETS

Temporarily restricted net assets are available for the following purposes:

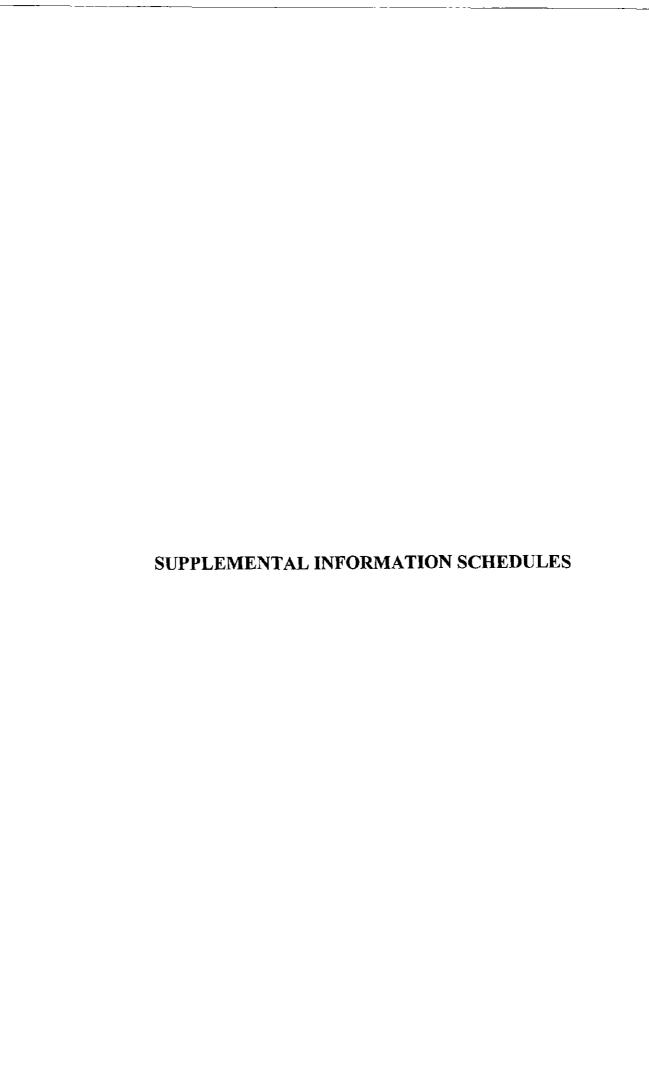
| | UMNI CIATION | | HLETIC OCIATION | <u>FO</u> | NSU <u>UNDATION</u> | | TOTAL |
|--|-----------------|-----------|--------------------|-----------|------------------------|-----------|-----------|
| Centennial Development Scholarships | \$ 100,668 | \$ | 0 | \$ | 0 | \$ | 100,668 |
| Athletic Scholarships | 0 | | 13,772 | | 0 | | 13,772 |
| Notes payable and other liabilities | 0 | | (82,801) | | (1,719) | | (84,520) |
| Donor restricted gifts for scholarships, Assistance to university and other | | | , , , | | , | | , , , |
| restrictions | 0 | | <u>393,840</u> | | 2,137,331 | | 2,531,171 |
| Total | \$ 100,668 | <u>\$</u> | 324,811 | <u>\$</u> | 2,135,612 | <u>\$</u> | 2,561,091 |

Permanently restricted net assets consist of endowment funds investments to be held indefinitely, the income from which is expendable to support the following:

| Athletic Association | \$ 474,930 |
|---------------------------------|---------------|
| NSU Foundation | |
| A. A. Fredericks | \$ 15,000 |
| Advance Student/Parent Alumni | 44,696 |
| Alpha Beta Alpha | 29,000 |
| Alliance Company Scholarship | 20,000 |
| Raymond Arthur Scholarship | 21,958 |
| Berrian and Cleavie Bailey | 25,000 |
| Bank One | 54,500 |
| Buddy Bonnette | 35,300 |
| T. P. Chaplin Memorial | 54,000 |
| Dan and Lilly Chase Scholarship | 101,000 |
| Ester Cooley | 20,000 |
| Ellis & Melva Coutee | 97,568 |
| Sam & Lillian Davis | 114,750 |
| DeSoto Parish Housing | 150,000 |
| James Ford | 19,176 |
| Carry forward | 801,948 |

NOTE 15 RESTRICTIONS ON ASSETS (CONT)

| Balance Forward | \$ 801,948 |
|-------------------------------------|--------------------|
| Eleanor Garbrecht | 664,388 |
| General College Scholarship | 25,445 |
| Janet Goodwin Scholarship | 23,235 |
| Mary Ryan Gresham | 26,915 |
| Pauline Jobe | 39,850 |
| John and Jewell Jones | 112,827 |
| Ben Johnson Scholarship | 61,531 |
| Cary Johnson | 20,000 |
| Mimi Jordan | 18,135 |
| John, Thelma and Janet Kyser | 112,304 |
| Armand & Docia LaCour Scholarship | 31,400 |
| Marion Lofton Memorial | 249,953 |
| John & Becky Luster Scholarship | 25,000 |
| Annie O. Lynch Program Enhancement | 50,000 |
| Annie O. Lynch Scholarship | 20,000 |
| Magale Music | 689,069 |
| Michael Peter Manno Scholarship | 25,000 |
| Leroy Miller | 32,000 |
| Travis Miller Scholarship | 100,000 |
| Charles Monday | 36,031 |
| Elizabeth P. Mooney | 40,000 |
| Sara Roach/Opal Perot | 21,563 |
| Walter Porter | 63,339 |
| John Ropp | 30,252 |
| Dallas and C.R. Sanders Scholarship | 100,000 |
| Corrine Saucier | 34,300 |
| Barry and Shirley Smiley | 43,756 |
| DeEster W. Taylor | 15,000 |
| Joseph A. Thomas, M.D. | 105,000 |
| Martin Walker | 50,000 |
| Ella T. Ward | 200,000 |
| Randy and Brenda Webb Scholarship | 50,000 |
| Jon P. Weyand Memorial | 25,500 |
| Gladys Williams/Leonard Farr | 100,000 |
| All others, less than \$15,000 each | <u>882,153</u> |
| Total | \$ 4,925,894 |



SCHEDULE 1

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA COMBINING STATEMENT OF FINANCIAL POSITION JUNE 30, 2006

| ASSETS | | Alumni Association | | Athletic Association | | NSU Foundation | _ | Total |
|-------------------------------------|-----------|-----------------------|-----------|-------------------------|-----------|-------------------|-----|---------------|
| Cash in checking accounts | \$ | 84,096 | \$ | 375,530 | \$ | 85,523 | \$ | 545,149 |
| Money market accounts | Ψ | 1,210 | • | 7,159 | Ψ | 730,056 | Ψ. | 738,425 |
| Unconditional promises to give | | 0 | | 0 | | 171,000 | | 171,000 |
| Certificates of deposit | | 78,588 | | 0 | | 416,203 | | 494,791 |
| Mutual fund investments | | 119,019 | | 483,306 | | 3,370,758 | | 3,973,083 |
| U S Government Securities | | 0 | | 0 | | 361,485 | | 361,485 |
| Stocks and bonds | | 0 | | 0 | | 2,821,338 | | 2,821,338 |
| Interest and commissions receivable | | 19,095 | | 0 | | 3,440 | | 22,535 |
| Fixed assets | | 0 | | 23,971 | | 0 | | 23,971 |
| Less: accumulated depreciation | | 0 | | (7,424) | | 0 | | (7,424) |
| Other assets | _ | 0 | _ | 0 | _ | _32,300 | | 32,300 |
| Total Assets | <u>\$</u> | 302,008 | <u>\$</u> | 882,542 | <u>\$</u> | 7,992,103 | \$_ | 9,176,653 |
| LIABILITIES | | | | | | | | |
| Accounts payable | \$ | 4,270 | \$ | 24,403 | \$ | 1,719 | \$ | 30,392 |
| Funds held in custody - due to NSU | | 0 | | 0 | | 760,000 | | 760,000 |
| Notes payable | | 0 | _ | 58,398 | _ | 0 | | <u>58,398</u> |
| Total Liabilities | | 4,270 | | 82,801 | | 761,719 | | 848,790 |
| Net Assets | | | | | | | | |
| Unrestricted | | 197,070 | | 0 | | 168,878 | | 365,948 |
| Temporarily restricted | | 100,668 | | 324,811 | | 2,135,612 | | 2,561,091 |
| Permanently restricted | | 0 | | 474,930 | | 4,925,894 | | 5,400,824 |
| Total Net Assets | _ | 297,738 | _ | 799,741 | | 7,230,384 | | 8,327,863 |
| Total Liabilities and Net Assets | <u>\$</u> | 302,008 | \$ | _882,542 | <u>\$</u> | 7,992,103 | \$ | 9,176,653 |

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA COMBINING STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2006

| | Alumni | Athletic | NSU | |
|--|-----------------|--------------------|------------------|------------------------|
| PUBLIC SUPPORT, REVENUES | Association_ | <u>Association</u> | Foundation | Total |
| AND RECLASSIFICATIONS | é 122.602 | e 401.500 | e 1261.620 | ው 1016 የ በ1 |
| Contributions Special events, admissions | \$ 132,692 0 | \$ 421,560 0 | \$ 1,261,639 | \$ 1,815,891 |
| Dues and fees | - | 0 | 3,489 | 3,489 |
| | 5,844 | | 15,325 | 21,169 |
| Income from investments | 7,820 | 18,906 | 226,985 | 253,711 |
| Unrealized gains/(losses) in investments | 6,513 0 | 23,495 0 | 282,094 | 312,102 |
| Scholarships - Named recipients Fund raising events, commissions | 48,654 | 422,650 | 36,994 72,232 | 36,994 543,536 |
| General Marketing | 48,034 | 206,104 | 72,232 | 206,104 |
| Sale of items | 0 | 22,994 | 25,994 | 48,988 |
| Gain (loss) on sale of assets | 0 | 22,994 | (122,023) | |
| Other revenue | 20,228 | 46,794 | 76,102 | (122,023) 143,124 |
| Transfers | 20,228 | 32,580 | 0,102 | 32,580 |
| Total Public Support, Revenues, | <u> </u> | | | 32,300 |
| and Reclassifications | 221,751 | 1,195,083 | 1,878,831 | 3,295,665 |
| and rectassifications | 221,731 | 1,175,005 | 1,076,651 | 3,293,003 |
| EXPENSES | | | | |
| Program services | | | | |
| Scholarships | 8, 900 | 98,535 | 193,942 | 301,377 |
| NSU - Administration | 0 | 0 | 896 | 896 |
| Advertisement | 90 | 0 | 0 | 9 0 |
| Awards and plaques | 600 | 16,742 | 4,135 | 21,477 |
| Athletic supplies | 0 | 63,976 | 0 | 63,976 |
| Books | 0 | 28,648 | 0 | 28,648 |
| Copier rental | 0 | 6,234 | 0 | 6,234 |
| Contract labor | 0 | 29,167 | 0 | 29,167 |
| Condo expenses | 0 | 0 | 3,138 | 3,138 |
| Cultivation | 0 | 64,110 | 0 | 64,110 |
| Depreciation | 0 | 5,728 | 0 | 5,728 |
| Equipment | 0 | 2,391 | 21,911 | 24,302 |
| Fund raising | 0 | 41,181 | 53,700 | 94,881 |
| Game tickets | 0 | 8,560 | 0 | 8,560 |
| Interest expense | 0 | 4,393 | 0 | 4,393 |
| Maintenance service, supplies | 0 | 12,717 | 0 | 12,717 |
| Office supplies, postage | 85 | 4,276 | 568 | 4,929 |
| Printing | 63 | 6,522 | 0 | 6,585 |
| Professional services | 0 | 30,724 | 200 | 30,924 |
| Promotional and marketing | 30,734 | 133,567 | 1,055 | 165,356 |
| Telephone | 0 | 4,996 | 0 | 4,996 |
| Supplies | 0 | 7,985 | 23,356 | 31,341 |
| Travel | 0 | 60,174 | 10,913 | 71,087 |
| Other expenses, designated | 2,696 | 40,999 | 230,067 | 273,762 |
| Total Program Services | \$ 43,168 | \$ 671,625 | \$ 543,881 | \$ 1,258,674 |

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA COMBINING STATEMENT OF ACTIVITIES (CONTINUED) FOR THE YEAR ENDED JUNE 30, 2006

| EXPENSES (CONTINUED) | | Alumni ssociation | | Athletic Association_ | | NSU Foundation | | Total |
|------------------------------------|----|----------------------|-----------|--------------------------|----|-------------------|----|-----------|
| Support services | | · | | | | | | |
| Advertisement | \$ | 0 | \$ | 0 | \$ | 58 | \$ | 58 |
| Cultivation | | 63,974 | | 3,997 | | 38,491 | | 106,462 |
| Equipment | | 0 | | 15,271 | | 1,361 | | 16,632 |
| Fund raising expenses | | 15,640 | | 90,144 | | 0 | | 105,784 |
| Insurance | | 0 | | 0 | | 396 | | 396 |
| Maintenance services, supplies | | 0 | | 5,702 | | 177 | | 5,879 |
| Office supplies, postage | | 4,785 | | 497 | | 30 | | 5,312 |
| Professional services | | 6,543 | | 0 | | 4,186 | | 10,729 |
| Printing | | 0 | | 0 | | 2,066 | | 2,066 |
| Promotional | | 0 | | 0 | | 5,972 | | 5,972 |
| Salaries and payroll taxes | | 0 | | 0 | | 11,476 | | 11,476 |
| Transfer to NSU | | 0 | | 0 | | 300,000 | | 300,000 |
| Transfer to Foundation | | 0 | | 0 | | 0 | | 0 |
| Transfer to temporarily restricted | | 0 | | 0 | | 32,580 | | 32,580 |
| Transfer to permanently restricted | | 0 | | 0 | | 0 | | 0 |
| Travel | | 954 | | 4,438 | | 1,722 | | 7,114 |
| Capital projects | | 0 | | 0 | | 0 | | 0 |
| Other expense | | 19,103 | _ | 8,375 | _ | 15,558 | | 43,036 |
| Total Support Services | - | 110,999 | _ | 128,424 | _ | 414,073 | _ | 653,496 |
| Total Expenses | | 154,167 | _ | 800,049 | | 957,954 | | 1,912,170 |
| Increase/(Decrease) in Net Assets | | 67,584 | | 395,034 | | 920,877 | | 1,383,495 |
| NET ASSETS, Beginning of year | | 230,154 | _ | 404,706 | | 6,309,508 | | 6,944,368 |
| NET ASSETS, End of year | \$ | 2 <u>97,738</u> | <u>\$</u> | 799,740 | \$ | 7,230,385 | \$ | 8,327,863 |

NORTHWESTERN STATE UNIVERSITY FOUNDATION NATCHITOCHES, LOUISIANA COMBINING STATEMENT OF ACTIVITIES - NSU FORMAT FOR THE YEAR ENDED JUNE 30, 2006

| | Alumni | Athletic | NSU | |
|--|-------------------|-------------------|---------------------|---------------------|
| OPERATING REVENUES | Association | Association | Foundation | Total |
| Student tuition and fees | \$ 5,844 | \$ 0 | \$ 15,325 | \$ 21,169 |
| Federal appropriations | . 0 | 0 | 0 | 0 |
| Federal grants and contracts | 0 | 0 | 0 | 0 |
| State and local grants and contracts | 0 | 0 | 0 | 0 |
| Non-governmental grants and contracts | 0 | 0 | 0 | 0 |
| Sales and services of education departments | Ö | 0 | 0 | 0 |
| Hospital income | Ō | 0 | 0 | 0 |
| Auxiliary enterprise revenue | 0 | 0 | Ö | 0 |
| Other operating revenue | ŏ | 0 | ō | 0 |
| Total Operating Revenue | 5,844 | | 15,325 | 21,169 |
| | -,- | | , == | , |
| OPERATING EXPENSES | | | | |
| Education and general: | | | | _ |
| Instruction | 0 | 0 | 0 | 0 |
| Research | 0 | 0 | 0 | 0 |
| Public service | 0 | 0 | 0 | 0 |
| Academic support | 0 | 0 | 0 | 0 |
| Student service - Books | 0 | 28,648 | 0 | 28,648 |
| Institutional support | 0 | 0 | 0 | 0 |
| Operations and maintenance of plant | 0 | 0 | 0 | 0 |
| Depreciation | 0 | 5,728 | 0 | 5 ,7 28 |
| Scholarships and fellowships | 8,900 | 98,535 | 193,942 | 301,377 |
| Auxiliary enterprise - NSU Athletics | 0 | 662,745 | 0 | 662,745 |
| Hospital | 0 | 0 | 0 | 0 |
| Other operating expenses | 145,267 | 0 | 463,912 | 609,179 |
| Total Operating Expenses | <u>154,167</u> | 795,656 | 657,854 | 1,607,677 |
| Operating Income/(Loss) | (148,323) | (795,656) | (642,529) | (1,586,508) |
| NON-OPERATING REVENUES/(EXPENSES) | | | | |
| State appropriations | 0 | 0 | 0 | 0 |
| Gifts - contributions | 132,692 | 421,560 | 1,261,639 | 1,815,891 |
| Net investment income/(loss) | 14,333 | 42,401 | 509,079 | 565,813 |
| Interest expense | 0 | (4,393) | 0 | (4,393) |
| Other non-operating revenues | 68,882 | 731,122 | 92,688 | 892,692 |
| Net Non-operating Revenue/(expenses) | 215,907 | 1,190,690 | 1,863,406 | 3,270,003 |
| | | | | |
| Income/(loss) before other Revenues, Expenses, | | | | |
| Gains and Losses | 67,584 | 395,034 | 1,220,877 | 1,683,495 |
| Capital appropriations | 0 | 0 | 0 | 0 |
| Capital grants and gifts | 0 | 0 | 0 | 0 |
| Transfers (to)/from NSU | 0 | 0 | (300,000) | (300,000) |
| Other additions net | 0 | 0 | 0 | 0 |
| Increase/(Decrease), in Net Assets | 67,584 | 395,034 | 920,877 | 1,383,495 |
| NET ASSETS, Beginning of the year | 230,154 | 404,706 | 6,309,508 | 6,944,368 |
| | | | | |
| NET ASSETS, End of the year | <u>\$ 297,738</u> | <u>\$ 799,740</u> | <u>\$ 7,230,385</u> | <u>\$ 8,327,863</u> |